

TIMES
Copy Dept

Clothes of Character Correctly Constructed Specially Priced for Six Days' Selling

This week's "Specials" consist of three masterpieces of style and cloth quality that represent the Art of Tailoring for Men at its best. Three striking garments that are going to bring new laurels to the House of BIEBER-KAUFMAN.

Clothes with character woven in the fabrics, dyed in the rich colorings, and expressed in the lay of the collar, the turn of the cuffs, the straight fronts of the coats and the "hang" of the back, the military appearance of the vests, down to the graceful lines of the trousers. The quality of the materials and the correctness of construction of these garments will preserve their original beauty until you are ready to discard them.

These Are Great Days "Down By the Navy Yard"

Every day is bringing us new customers—the old ones come as a matter of course. Our "Acquaintance Specials" (garments taken from our high-grade stock and a substantial sum clipped off regular prices for one week only) is the magnet that is drawing them here. But it is the clothes themselves that make the sales. These new customers are the keenest set of individuals it has ever been our pleasure to satisfy. Enthusiastic salesmen report that the coats of many bear the labels of some of Washington's foremost tailors. Their friends will be down here this week.

The rush our last three "Specials" caused compelled us to discontinue our advertising in last week's TIMES. We are better prepared this week, but will be keenly disappointed if Saturday night finds one of these great values remaining. It's "the spirit of progress"—a desire for greater things.

A One Week's Opportunity

Lot 9027. Fancy, self-color stripe, silk finish all worsted suits. An unusual fine quality. Color is a real dark brown, interwoven with corded self-color stripes and relieved by a rich garnet narrow stripe. An extremely dressy suit, cut according to fashion's latest dictates. Made in a thorough manner. Coat and vest have fancy flaps on pockets and neat cuffs on coat. Size 34 to 40. In ever particular the equal of the best garments you will find anywhere at \$17.50.

Our regular price, \$15.00
This week, \$12.75

Lot 9013. The new English smoke shade worsted in fancy self-color weave, which is relieved by delicate stripings of garnet and black. Coat is serge lined. This pattern will be very much in favor this fall. There is positively nothing on the market that can touch them at our price. Garments that look like and are made like Custom Tailored Suits at \$25.00.

Our regular price, \$15.00
This week, \$12.75

Lot 01020. A very fine unfinished worsted. Smooth texture goods woven in the firmest of weave. A staple black suit, suitable for any occasion. The coats are cut on conservative model, and lined with highest grade serge. Vests have five buttons. All hand worked throughout, edges of coat being hand telled.

Our regular price, \$22.50
This week, \$18.25

To secure these reductions, it is necessary to state the "Lot Number" to salesman

The Bieber-Kaufman Co.

Down By the Navy Yard—Out of the High Rent District
901-909 Eighth Street S. E.